

**Joint Qualification Board
for Life Cycle Logistics
Key Leadership Positions**

May 2015

Supporting the September 2015 LCL KLP
Qualification Board

**DON Life Cycle Logistics Executive
DASN (ELM)**

What We Will Cover Today

☐ **Why?**

- ☐ **Policy**

☐ **Who...**

- ... can apply?
- ... makes the decision?
- POCs

☐ **When?**

- OSD and DON timelines

☐ **How?**

- ... Application

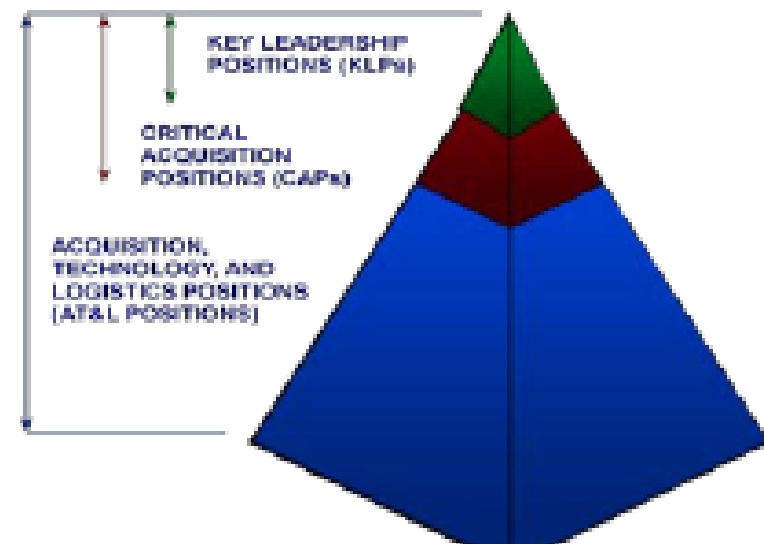
☐ **Questions**

Why?

*Better Buying
Power (BBP) 3.0
– Improve the
Professionalism
of the Total
Acquisition
Workforce;
Establish higher
standards for
KLPs*

➤ Policy

- OSD ATL Nov 8, 2013 Memo: KLP and Qualification Criteria
- DASD(MR) / DON(ELM) Memo: Call for PSM KLP Q-Boards
- Focus on acquisition professionals
- T&E was the pilot effort



Q-Boards will be used to identify a pool of qualified personnel

Why KLP Q-Board Process?

- **Career Development**
- **Shows Expertise**
- **Conveys Commitment**

Improving Qualifications: KLP Q-Boards are intended to **improve standardization of qualifications** for KLP key positions **across the Services**

“The selection of qualified personnel to fill KLPs is essential for the organization and the individuals filling these highly demanding positions.”

-Mr. F. Kendall, Key Leadership Positions and Qualification Criteria Memo 08
Nov 2013

DAWIA Cert or KLP Qualified: What's the difference?

DAWIA LCL LVL III

Core:

- Requisite DAU level course work for LVL III
- **4 years of LCL** experience in acquisition and/or sustainment

Plus: (preferred)

- 8 years exp. in acquisition or sustainment
- Masters degree
- JPME

KLP Qualification Validates Certification!

LCL KLP QUALIFIED

Required:

- **Executive Leadership Training**
- 8 years LCL exp. with at least **2 yrs in a Program Office** and **2 yrs IPT lead or Supervisory exp at GS-13 or above**

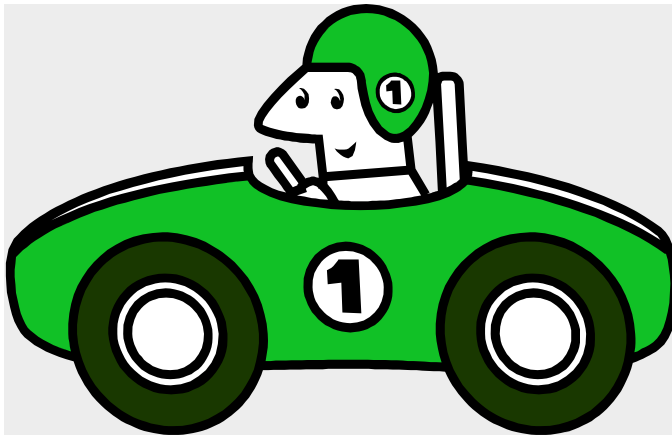
Recognized as a Subject Matter Expert by OSD and Joint Service LCL Senior Executives!

LCL KLP
Qualified

LCL LVL III
Preferred

LCL LVL III
Core

Analogy



Quality

Certified

Choice

Certified or not: It's the buyer's choice, but certification provides quality assurance and mitigates risk.

Who Should Apply?

- Minimum Criteria to Apply
 - GS-14/15 or O5/O6
 - LCL Level III
 - 8 years experience in LCL including
 - 2 years in a program office (or similar)
 - 2 years as supervisor or team lead at GS-13 or above
 - Executive leadership training
 - E.g. PMT 401, ACQ 405/450-453

Who Makes the Decision?

❑ PSM Q-Board Governance

- Chaired and Governed by PDASD (LMR)
 - OSD LCL Functional Lead
 - Mr. Peters
- Services Membership
 - Army, USAF, DON, 4th Estate, MDA, DACMs
- Voting Members
 - PDASD (LMR), Army, USAF, DON, MDA
 - DON – Mr. Tom Dee, DASN ELM

Roles and Responsibilities

Participant	Roles and Responsibilities
OSD Functional Leader -PDASD (LMR)	<ul style="list-style-type: none"> • Chair Qualification Board • Establish Functional Specific Requirements for Qualification • Sign Announcement and Call for Nominations Memos
Component Functional Leads (DON LCL Executive, DACM)	<ul style="list-style-type: none"> • Member of Qualification Board • Oversee Component Application Process • Distribute Call for Nominations • Collect, Review and Submit Candidate Packages to OSD
Command/Activity LCL Functional Lead (SES/Flag/Director)	<ul style="list-style-type: none"> • Sign Candidate package at SES/Flag level • Endorse the candidate • Submit Candidate Applications to DASN (ELM) at rose.digeronimo@navy.mil
Candidate Supervisor	<ul style="list-style-type: none"> • Collect and Review Candidate Application • Provide Concurrence on the Application • Submit Candidate Applications to Command/Activity LCL Functional Lead for SES/Flag/Director endorsement
Candidate	<ul style="list-style-type: none"> • Complete Application Package in Accordance with Instructions

Command/Activity LCL POCs

- ❑ Command/Activity LCL Leads/POCs have a role in the process
 - work alongside candidates
 - coordinate LCL SES/Flag/Director endorsements on applications
 - Ensure completed application forwarded to DON LCL Office (DASN (ELM)). Call (703) 614-4287 for email address

Names and e-mails for your POCs cannot be published to the web. Contact your POC at the numbers above for the details

LCL Acquisition Workforce Action Officers / POCs

Command	Phone
Naval Air Systems Command (NAVAIR)	(301) 757-9710
Naval Sea Systems Command (NAVSEA)	(202) 781-2261
Space and Naval Warfare Command (SPAWAR)	(619) 524-7261
Marine Corps Systems Command (MARCORSYSCOM)	(703) 432-3767
Naval Supply Systems Command (NAVSUP)	(717) 605-4160
Naval Facilities Engineering Command (NAVFAC)	(202) 685-6018
All others	(703) 614-4287

Names and e-mails for your POCs cannot be published to the web. Contact your POC at the numbers above for the details

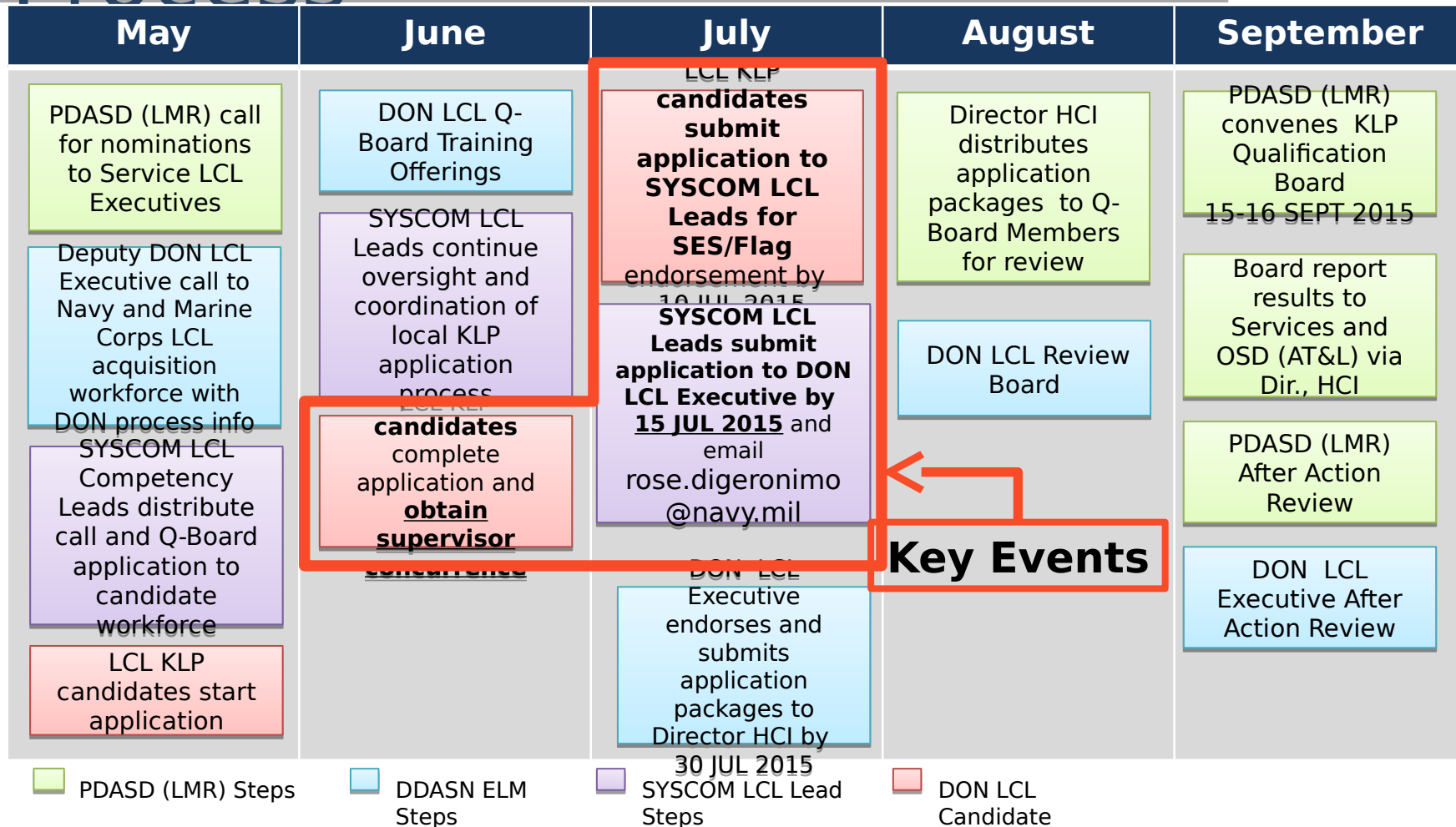
Names and e-mails for your POCs cannot be published to the web. Contact your POC at the numbers above for the details

When, Timeline and Key Events

- **27 APR2015** – PDASD (LMR) call for candidates.
- **29 April 2015** – DON LCL Executive call for DON LCL KLP candidates.
- **NLT 10 July 2015** – Candidates submit completed package with supervisor signature to Command/Activity LCL Lead/POC
- **NLT 15 JUL 2015** – Command/Activity LCL Competency Lead **(SES/Flag/GO) endorse and submit** applications to DON LCL Executive. Call (703) 614-4287 for email address.
- **NLT 30 July 2015** – **DON LCL Executive endorses and submits** applications to Director, **Human Capital Initiatives** for Joint Qualification Board consideration.
- **15-16 September 2015** – PDASD (LMR) convenes Joint Qualification Board.
- **30 SEP 2015** – KLP Qualification Board results reported to USD (AT&L) and Services.
- **15 OCT 2015** – DON LCL Executive provides Board results

**DON Specific
Dates!**

Overview of DON Application Process




- Q-Board and Submission Process Timing
- Standard Operating Procedure for Board Execution
- Use KLP Q-Board Application and Instructions
- Post Board- selection notification and feedback reported through Command/Activity

How to Apply

- **Before you get started....**
- Step by step instructions
 - Look for **Tips**

Tip: Your application will be reviewed by the DON DACM and compared against eDACM records. **NOW is the time to check eDACM for accuracy.** Corrections take time!

Before you get started.....

- **READ** the instructions – know what each section’s purpose is
- There is a **CHARACTER LIMIT** – each section is different. Spaces count!
- Add **TIMEFRAME** of relevant experience
- Take advantage of **ACRONYM** list 
- **PLAN** what you want to get across
 - Keep the specifics in section 2.3, 2.4, 2.5
 - Top level ECQs in 1.5
 - Anything else in 1.6 and 2.2

*Section 4 in
Application
Instructions*

TIP: Try
completing
sections
in this
order to
minimize
repeating



DO NOT waste characters explaining what a function is;
WRITE what you did in that area and resulting effect on
the program

Application

Section 1.0

KLP Command

Cross Functional

Requirements

Application - Sections 1.1-1.2

Education/Certification/Training & Currency/Tenure

SECTION 1: KLP COMMON CROSS-FUNCTIONAL REQUIREMENTS

Section 1.1.: Education, Certification, and Training Requirements

Enter information in the appropriate box							
Education		Degree		Field of Study		School	
	Bachelor's Degree						
	Relevant Advanced Degree						
Intermediate / Senior / Executive School Certificate							
DAWIA Certification	DAWIA Certifications (mark all appropriate career fields and certification levels obtained)		Auditing		Business-CE		Business-FM
			Contracting		Engineering	III	Facilities Engineering
			Industrial Property		Information Technology		Life Cycle Logistics
			PQM		Program Management		Purchasing
			S&TM		Test & Evaluation		

Level III LCL certification is required.

Section 1.2.: Currency and Tenure Requirements

Mark the box to indicate that you meet the following requirements	
<input checked="" type="checkbox"/> I am compliant with currency requirements (80 hours of continuous learning points every 2 years)	<input type="checkbox"/> I acknowledge the requirement for a tenure agreement. (Those persons selected to fill KLPs must sign a 3 or 4-year tenure agreement. Being identified for the KLP Candidate pool does not require a tenure agreement.)

**If you are not up to date on your 80 hour requirement
NOW is the time to fix that BEFORE 15 July**

Application - Sections 1.3-1.4

Experience Requirements

Section 1.3.: Experience Requirements

Mark the box to indicate that you meet the following requirements			
<input type="checkbox"/>	I am in a GS-14/GS-15 or O-5/O-6 or higher position	<input type="checkbox"/>	I participated in cross-functional and broadening assignments/rotations
<input type="checkbox"/>	I served 2 years as a functional mentor (minimum 10 hours per year)	<input type="checkbox"/>	I have 8 years of acquisition experience, or equivalent demonstrated proficiency -- OR -- For ACAT II PM or ACAT I DPM positions, I have 6 years of acquisition experience.

Section 1.4.: Prior Identification as a KLP Candidate

Mark the boxes of any career field Qualification Boards that have already deemed you qualified as a KLP*					
<input type="checkbox"/>	Business – Cost Estimating	<input type="checkbox"/>	Business – Financial Management	<input type="checkbox"/>	Contracting
<input type="checkbox"/>	Engineering	<input type="checkbox"/>	Information Technology	<input type="checkbox"/>	Life Cycle Logistics
<input type="checkbox"/>	Program Management	<input type="checkbox"/>	Production, Quality and Manufacturing	<input type="checkbox"/>	Test and Evaluation

* HCI will validate your qualification prior to acceptance of this application.

Check DACM.
NOW is the
time to make
corrections

Section 1.3: Experience Requirements

- Minimum 8 Years Acquisition Experience
- Minimum 2 Years LCL Level III Experience

Section 1.4: Prior Identification as a KLP Candidate

- For Candidates who have previously been deemed qualified by another KLP Qualification Board, mark the specific career field box(es) in which qualified.

Application - Section 1.5

Executive Leadership

Section 1.5.: Executive Leadership

This section should highlight your **Executive Leadership** experience across all acquisition career fields addressing some or all of the competencies defined in the *Instructions for Completing a Key Leadership Position Joint Qualification Board Application*.

Enter your work experience/evidence of requirement fulfillment in the box immediately below each requirement. Responses are limited to 500 characters or fewer per requirement.

Describe your experience in applying **Fundamental Leadership Skills**.

Describe your experience in **Leading Change and Leading People**.

Describe your experience with taking a **Results-Driven Approach and Building Coalitions**.

Describe your **Business Acumen and Enterprise-Wide Perspective**.

Executive Leadership: Fundamental Leadership Skills, Leading Change/People, Results Drive/Building Coalitions, Business Acumen and Enterprise Approach

- For each grouping, address all or some of the elements.
- Responses may include experiences gained from multiple programs & work assignments

Fundamental Leadership Skills

Areas of Competency to Consider

- Interpersonal Skills
- Oral Communication
- Integrity/Honesty
- Written Communication
- Continual Learning

Factors to Consider in Your Application Response: Fundamental Leadership Skills

- ▢ Treats others with courtesy, sensitivity, and respect.

- ▢ Considers and responds appropriately to the needs and feelings of different people in different situations.

- ▢ Makes clear and convincing oral presentations.

- ▢ Listens effectively; clarifies information as needed.

- ▢ Behaves in an honest, fair, and ethical manner.

- ▢ Shows consistency in words and actions. Models high standards of ethics.

- ▢ Writes in a clear, concise, organized, and convincing manner for the intended audience.

- ▢ Assesses and recognizes own strengths and weaknesses; pursues self-development.

- ▢ Shows a commitment to serve the public.

- ▢ Ensures that actions meet public needs

- ▢ Aligns organizational objectives and practices with public interests.

Leading Change/Leading People

Areas of Competency to Consider

- Creativity and Innovation
- External Awareness
- Flexibility
- Resilience
- Strategic Thinking
- Vision
- Conflict Management
- Leveraging Diversity
- Developing Others
- Team Building

Factors to Consider in Your Application Response: Leading Change

- Develops new insights into situations.
- Questions conventional approaches.
- Encourages new ideas/innovations.
- Designs and implements new or cutting edge
- Understands and keeps up-to-date on local, national, and international policies and trends that affect the organization and shape stakeholders' views.
- Remains aware of the organization's impact on the external
- Is open to change and new information.
- Rapidly adapts to new information, changing conditions, or unexpected obstacles.

- Deals effectively with pressure.
- Remains optimistic and persistent, even under adversity.
- Recovers quickly from setbacks.

- Formulates objectives and priorities.
- Implements plans consistent with long-term interests of the organization in a global environment.
- Capitalizes on opportunities and manages risks.

- Takes a long-term view and builds a shared vision with others.
- Acts as a catalyst for organizational change.
- Influences others to translate vision into action.

Factors to Consider in Your Application Response: Leading People

- Encourages creative tension and differences of opinions.
- Anticipates and takes steps to prevent counter-productive confrontations.
- Manages and resolves conflicts and disagreements constructively.
- Fosters an inclusive workplace where diversity and individual differences are valued and leveraged to achieve the vision and mission of the organization.
- Develops the ability of others to perform and contribute to the organization by providing ongoing feedback and by providing opportunities to learn through formal and informal methods.
- Inspires and fosters team commitment, spirit, pride, and trust.
- Facilitates cooperation and motivates team members to accomplish group goals.

Results Driven/Building Coalitions

Areas of Competency to Consider

- Accountability
- Customer Service
- Decisiveness
- Entrepreneurship
- Problem Solving
- Technical Credibility
- Political Savvy
- Partnering
- Influencing/Negotiation

Factors to Consider in Your Application Response: Results Driven

- ▣ Holds self and others accountable for measurable high-quality, timely, and cost-effective results.

- ▣ Determines objectives, sets priorities, and delegates work.

- ▣ Accepts responsibility for mistakes.

- ▣ Complies with established control systems and rules.

- ▣ Anticipates and meets the needs of both internal and external customers.

- ▣ Delivers high-quality products and services.

- ▣ Commits to continuous improvement

- ▣ Makes well-informed, effective, and timely decisions, even when data are limited or solutions produce unpleasant consequences.

- ▣ Perceives the impact and implications of decisions

- ▣ Positions the organization for future success by identifying new opportunities; builds the organization by developing or improving products or services.

- ▣ Takes calculated risks to accomplish organizational

- ▣ Identifies and analyzes problems.

- ▣ Makes recommendations.

- ▣ Weighs relevance and accuracy of information; generates and evaluates alternative solutions.

- ▣ Understands and appropriately applies principles, procedures, requirements, regulations, and policies related to specialized expertise.

Factors to Consider in Your Application Response: Building Coalitions

- Develops networks and builds alliances, collaborates across boundaries to build strategic relationships and achieve common goals.

- Identifies the internal and external politics that impact the work of the organization.

- Perceives organizational and political reality and acts accordingly.

- Persuades others.

- Builds consensus through give and take.

- Gains cooperation from others to obtain information and accomplish goals.

Business Acumen & Enterprise-Wide Perspective

Areas of Competency

- Financial Management
- Human Capital Management
- Technology Management
- Computer Literacy
- National Security

 Foundation

 Environment

 Strategy

- Joint Perspective

Factors to Consider in Your Application Response: Business Acumen

- ▣ Understands the organization's financial processes.
 - ▣ Prepares, justifies, and administers the program budget.
 - ▣ Oversees procurement and contracting to achieve desired results.
 - ▣ Monitors expenditures and uses cost-benefit thinking to set priorities.
 - ▣ Builds and manages the workforce based on organizational goals, budget considerations, and staffing needs.
 - ▣ Ensures that employees are appropriately recruited, selected, appraised, and rewarded.
 - ▣ Takes action to address performance problems.
 - ▣ Manages a multi-sector workforce and a variety of work situations.
-
- ▣ Keeps up-to-date on technological developments.
 - ▣ Makes effective use of technology to achieve results.
 - ▣ Ensures access to and security of technology systems.

Factors to Consider in Your Application Response: Enterprise-Wide Perspective

- Foundation
- Environment
- Strategy

- Mission Orientation
- DoD Mission and Culture
- DoD Corporate Perspective
- National Defense Integration
- Global Perspective



Application - Section 1.6

Cross Functional Competencies

Section 1.6.: Cross-Functional Competencies

This section focuses on your broader experience, not limited to the career field for which you are applying for KLP Qualification. (Section 2 will focus directly on your specific career field.) Highlight your experience in and with other acquisition career fields, addressing some or all of the competencies defined in the *Instructions for Completing a Key Leadership Position Joint Qualification Board Application*.

Enter your work experience/evidence of requirement fulfillment in the box immediately below each requirement. Responses are limited to 1000 characters or fewer per requirement.

Describe your experience in **Program Execution**.

Discuss your program experience covering different aspects of the acquisition process (e.g. integration, engineering, T&E, quality assurance, etc.)

Describe your experience in **Technical Management**.

Organization, governance, and effective application of current technology, acquisition practices, design, and security considerations.

Describe your experience in **Business Management**.

Tip:
Complete this section **after** Sec. 2.3, 2.4, 2.5 and before 2.2

Program oversight, achieving best value to the government.

Application

Section 2.0 PSM Specific Requirements

Application - Sections 2.1 & 2.2

CDT Experience Requirements & General Summary

Section 2.1.: Product Support Manager Specific Experience Requirements

Mark the box to indicate that you meet the following requirements.

<input type="checkbox"/>	I have 2 or more years of logistics experience in a program office or similar organization. (required)
<input type="checkbox"/>	I have 2 or more years of supervisory or team lead experience at the GS-13 level or higher. (required)
<input type="checkbox"/>	I have taken LOG 365 Executive Product Support Manager's Course. (required as of December 2016)
<input type="checkbox"/>	I have received Executive/Strategic Leadership/Development Training. Course Taken: _____

Section 2.2.: General Background Summary

Provide a brief summary of your background and your reason for applying to the KLP Qualification Board. Response is limited to 1000 characters or fewer.

Consider completing this section **LAST** as it should touch on anything that could not be covered somewhere else AND a **top level summary of your entire career**

Application - Sections 2.3

PSM Technical Management

Section 2.3.: Product Support Manager Technical Management

Enter your work experience/evidence of requirement fulfillment in the box immediately below each requirement. Responses are limited to 750 characters or fewer per requirement.

Describe your experience in Requirements Management (ICD, CDD, CPD, etc.).

Describe your experience in Life Cycle Logistics (including the Life Cycle Sustainment Plan).

Describe your experience in Technical Reviews (including SRR, SFR, PDR, CDR, IPT, etc.).

Describe your experience in Configuration Management.

Describe your experience in Intellectual Property Strategy.

Describe your experience in Systems Engineering (including the Systems Engineering Plan, Technology Development Strategy, and Technology Readiness Assessment).

Describe your experience in Logistics and Product Support.

Describe your experience in Software Acquisition and Maintenance.

Describe your experience in Test and Evaluation (including the Test and Evaluation Strategy and Test and Evaluation Master Plan).

Describe your experience in Production, Quality, and Manufacturing.

Describe your experience in Program Security.

Describe your experience with Other documents, including the Information Support Plan, CONOPS, etc.

Application - Sections 2.4

PSM Program Execution

Section 2.4.: Product Support Manager Program Execution

Enter your work experience/evidence of requirement fulfillment in the box immediately below each requirement.

Responses are limited to 750 characters or fewer per requirement.

Describe your experience with Acquisition Resources (DoDI 5000 series, FAR parts 1-18, applicable OMB circulars, Defense Acquisition Guide, DoD Guide to Planning and Scheduling, etc.).

Describe your experience in Scheduling (Integrated Master Schedule, Work Breakdown Structure, etc).

Describe your experience in Contractor Performance and Earned Value Management.

Describe your experience in Risk Management.

Describe your experience in Program Health and Sustainment, Metrics, Policy and Reports.

Describe your experience in Program Documentation, such as Life Cycle Sustainment Plan (LCSP), Acquisition Strategy (AS), Systems Engineering Plan (SEP), Acquisition Program Baseline (APB), Core Logistics Assessment (CLA), Core Depot Assessment (CDA), Replaced System Sustainment Plan (RSSP), Program Management Plan (PMP), Acquisition Decision Memorandum (ADM), Affordability Estimate, Analysis of Alternatives (AoA), Cost Analysis and Requirements Description (CARD), Integrated Master Plan (IMP), Contract Funds Status Report(C/FSR), Program Protection Plan (PPP), etc.).



When completing this last box, do not try to address every single document – rather pick a few that you have had significant involvement in.

Application - Sections 2.5

PSM Business Management

Section 2.5.: Product Support Manager Business Management

*Enter your work experience/evidence of requirement fulfillment in the box immediately below the requirement.
Responses are limited to 750 characters or fewer per requirement.*

Describe your experience in Life Cycle Cost and Total Ownership Cost (including Independent Cost Estimates, Manpower Estimates, etc.).

Describe your experience in Business Case Analysis (including assessing courses of action, benefits, risks, and sensitivity).

Describe your experience in Contracting (including Market Research, etc.).

Describe your experience in Budget, Financial Planning, and Management (including PPBE Documents, Reports, etc.).

Describe your experience in Legal (including Reports to Congress, etc.).

Execution And Business Management Skills

- Describe your experience and superior knowledge in the full Acquisition life cycle supporting a program's product support strategy

Application

Section 3.0 Application Certification and Endorsement

Certification & Endorsement

Applicant Certification

I certify that I have accurately represented my experience and knowledge in this application for consideration in the Key Leadership Position qualification pool.

Supervisor Concurrence

I concur that the applicant has represented their technical competence in the experience and knowledge stated in this application. I have supervised this applicant for years and months.

Senior Executive Service/Flag Officer/General Officer Endorsement

I endorse the applicant as a candidate for the Key Leadership Position Joint Qualification Board.

Application Certification and Endorsement

- The application requires three signatures: the candidate, your supervisor, and your SES/Flag
- Signatures may be captured one of two ways: Digital Signatures (Preferred) or Printed with physical signatures and scanned (PDF)

In Closing....

- You Are in the Pool...Now What?
 - **Your responsibilities**
 - Communication
 - Individual training plan
 - Seek opportunities
 - **Staying qualified**
 - Continuing education
 - Maintain currency through Continuous Learning Points (CLPs)
 - **Consideration for future positions**
 - Leverage network
 - Maintain contact with Command/Activity LCL Lead/POC

Closing Thoughts on KLP Q-Boards

- Intended to be of benefit and value-added for personnel in DON and DOD
- Provides standardized baseline to hiring managers
- Supports career growth and positive impact for organization
- Potential candidates need to step into the process
 - Willingness to spend the time crafting a “good” application

There are no negative consequences to applying for LCL KLP certification and/or failing to receive it

- Level III in LCL

Additional Questions?



- Contact your Command/Activity LCL Acquisition Workforce Lead/POC
- If needed, contact:
 - DON LCL Acquisition Workforce Office, DASN (ELM) at 703-614-4287, rose.digeronimo@navy.mil
 - DON DACM at dacm.desk.fct@navy.mil

Submit PSM KLP Q-Board Applications to rose.digeronimo@navy.mil

Reference Section

Additional Information

Reference Section

- **DACM website for application, instructions, memos, competency model**
 - **<http://www.secnave.navy.mil/rda/workforce/Pages/StrategyPolicy.aspx>**
- **Competency Model**
 - **<https://acc.dau.mil/logfip>**

DOD LCL Workforce Competency Model

					Subcompetencies (354)					
	Career Field	Unit of Competence (3)	Topic: IPS Elements (12)	Competency (86) [Note: numbering per order of presentation at Jan 6 LOG FIPT]	O Subcompetency #1 (86)	P Subcompetency #2 (86)	Q Subcompetency #3 (82)	R Subcompetency #4 (63)	S Subcompetency #5 (44)	FIPT Priority (1:high, 3:low, NEW: new competency from FIPT feedback comments)
1-1	Life Cycle Logistics	Life Cycle Sustainment Management	Product Support Management	PSM - Understand how the Product Support Management (PSM) activities lead, integrate, impact and trade among other Product Support Elements, program functional activities, Program acquisition deliverables and within the greater DoD Component portfolio.	Execute the product support manager responsibilities as the program advocate and champion to ensure all integrated product support elements are considered and addressed in the life cycle sustainment of the system.	Engage early in the systems engineering process to ensure that logistics tradespace options are identified early in the acquisition process to focus on product support options optimizing availability, reliability and affordability.	Apply product support management to impact and integrate the Integrated Product Support Elements and proponent organizations both individually and holistically within the performance based outcome environment.	Understand how product support management impacts and integrates each program functional area into the performance based outcome environment.	Understand how to conduct and implement market research to understand government and industry capabilities and appropriate pricing.	1
1-2	Life Cycle Logistics	Life Cycle Sustainment Management	Product Support Management	PSM - Translate Warfighter performance requirements to develop and implement a Life Cycle Sustainment Plan (LCSP) and Performance-Based Life Cycle Product Support (PBL) strategies.	Understand and translate Warfighter requirements into the product support strategy or plan.	Apply Warfighter requirements to the acquisition and management of services.	Develop the performance based life cycle product support strategy and Life Cycle Sustainment Plan acquisition documentation.	Execute the Life Cycle Sustainment Plan (LCSP) and Performance-Based Life Cycle Product Support (PBL) strategies to sustain weapon systems and meet user capability requirements.	Understand, plan and execute funding strategies, to include usage of working capital funds, for performance based life cycle product support.	1
1-3	Life Cycle Logistics	Life Cycle Sustainment Management	Product Support Management	PSM - Conduct program management analyses to execute and validate the product support strategy to optimize life cycle cost against program performance based outcomes.	Develop relationships and implement collaboration among the product support manager, program financial manager, contracting office and program management to conduct program management analyses.	Develop Business Case Analyses (BCA's) to identify life cycle product support sustainment strategies to optimize cost, investment and spending decisions.	Ability to oversee the development and update of the Life Cycle Cost Estimate (LCCE).	Plan for and conduct recurring In-Service Reviews (Post IOC reviews) and Logistics Assessments (LAs) with users to assess current status and operational health.	Use earned value management to evaluate and optimize implementation of the product support strategy.	1
1-4	Life Cycle Logistics	Life Cycle Sustainment Management	Product Support Management	PSM - Assess and integrate sustainment technologies to improve achievement of outcomes within the performance based outcome environment.	Identify and oversee the incorporation of technology enhancements as an integral part of performance based life cycle product support during the system life cycle.	Maintain awareness and understanding of research and development efforts related to program product support.	Understand how to leverage new technologies and processes to improve affordability and readiness.	Understand the impact of new technologies on performance based life cycle product support strategies.	Implement evolutionary acquisition and continuous modernization practices.	2
1-5	Life Cycle Logistics	Life Cycle Sustainment Management	Product Support Management	PSM - Apply and align program sustaining strategies to DoD policy, statutory and regulatory requirements.	Understand applicable Title X statutory requirements, relevant laws and DoD policy governing product support management activities.	Understand the responsibilities and accountability required of the Product Support Manager.	Understand how contracting rules and guidance, i.e. FAR and DFAR, are applied to performance based life cycle product support.	Understand and establish life cycle cost management through all phases of the acquisition of the weapon system.	Understand, develop and conduct processes for life cycle 'should cost' and 'would cost' determination.	2
1-6	Life Cycle Logistics	Life Cycle Sustainment Management	Product Support Management	PSM - Develop and implement risk management strategies to mitigate impacts on long-term product support.	Develop long term plans to minimize risk for achievement of performance based outcomes over the life of the program.	Establish a repeatable process for forecasting and balancing cost, schedule, and performance goals within program funding to performance based outcomes.	Understand and implement risk management strategies which may impact reliability, availability and affordability of the system.	Understand the activities and outcomes associated with system replacement and retirement as it relates to the product support strategy documented in the Life Cycle Sustainment Plan (LCSP).	Understand and employ practices specifically to address aging and legacy systems within the Life Cycle Sustainment Plan.	2

[https://acc.dau.mil/adl/en-US/635971/file/73280/20111230%20-%20Final%20LCL%20Competencies%20Final%20Deliverable%20\(2\).pdf](https://acc.dau.mil/adl/en-US/635971/file/73280/20111230%20-%20Final%20LCL%20Competencies%20Final%20Deliverable%20(2).pdf)

DELETE from here to end

KLP Q-Board Training Goals

- Discuss the Joint Qualification Board (Q-Board) for Product Support Manager Key Leadership Positions (KLPs)
- Understand how Q-Boards provide a pool of qualified, pre-screened personnel using a standardized process across the DOD and DON
- Understand how Q-Boards can provide for personnel career development and positive organizational impact
- Desired end goal for participants
 - Understand background and context
 - Understand value in your participation
 - Define follow-on actions

Why KLP Q-Board Process?

Career Development

- Self improvement
- Distinction among LCL professionals
- Increased visibility
- Portability



Why KLP Q-Board Process?

Shows Expertise

- Knowledge, Skills, and Abilities
- Reflection of quality level i knowledge and performance
- Shows areas of meeting and exceeding qualification criteria



Why KLP Q-Board Process?

Conveys Commitment

- Currency in LCL Profession
- Dedication to becoming PSM / LCL KLP
- Professionalism

